

# IMPACT WASHINGTON



\$107 million in new and retained sales  
\$22 million in new investments  
699 jobs created or retained

**Impact Washington** is a non-profit organization that strengthens Washington manufacturers to make them more globally competitive.

Impact Washington professionals provide affordable assistance to improve manufacturers productivity, efficiency and competitiveness through technology, techniques and best practices. They understand the challenges manufacturing businesses face and can help companies make the changes that make the difference between surviving and thriving. They have specialists in every area of manufacturing for all sizes of businesses, so companies are sure to get the right expertise for their specific needs.

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\* Impacts are based on clients receiving service in FY2009



# CLIENT SUCCESS: HYDRAFAB NORTHWEST

*“When you’re new to an industry, it helps to have a coach. Patric Sazama has been very frank, providing me with a perspective I didn’t have. He has been an inspiring coach and mentor, honest and upfront with me at all times. I see our relationship with Impact Washington as a resourceful partnership.”*

Chris Henjum, President  
Hydrafab Northwest

## Hydrafab and Impact Washington Form a Resourceful Partnership

Hydrafab Northwest, located in Spokane, Washington, provides a wide range of custom metal fabrication services to industries as diverse as food and beverage, petrochemical and biotech. The company employs 11 people

### Situation:

Hydrafab Northwest was a three-person company that wanted to grow. Chris Henjum, Hydrafab’s President, needed a plan and decided to call upon Impact Washington, formerly known as Washington Manufacturing Services, a NIST MEP network affiliate, for help.

### Solution:

Impact Washington’s Project Manager, Patric Sazama, began working with Henjum by first helping Hydrafab develop a plan for growth. This included a move to a new facility, laying out a Lean manufacturing process, and making sure that, as the company grew, Hydrafab was hiring the right people for the right jobs. Impact Washington conducted Lean 101 training for Hydrafab employees to make sure they laid out their new facility in a Lean fashion. Impact Washington brought in ISO consultant Steve Rouse to work with them to prepare Hydrafab for ISO certification. ISO registration will allow Hydrafab to market their services to new types of customers. According to Henjum, “Becoming ISO certified will bring the confidence of potential new clients and industries because of their solid system. It also makes me more confident to go after business in new industries, and it’s opening doors for Hydrafab.”

### Results:

- \* Increased sales by \$1 million.
- \* Created 8 jobs.

## Created 8 new jobs